



**Georgia Office**

## News Release

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### **William P. Marshall of Trenton, Ga., Named Financial Services Advocate of the Year in Georgia**

*--Retired Entrepreneur Spearheads Development Projects in Dade County--*

**TRENTON, Ga.** -- William P. Marshall, a retired businessman and former chairman of the Dade County Industrial Development Authority, has been selected the 2004 Financial Services Advocate of the Year in Georgia.

Marshall received his SBA Advocate award Thursday at a luncheon hosted by the Georgia Lenders Quality Circle. The event was held at the Cobb Galleria Centre. He was nominated for the award by the University of Georgia Small Business Development Center in Dalton.

"Since Mr. Marshall retired to the Trenton area over 12 years ago, he has been a driving force behind numerous economic development and community improvement programs in Dade County," said Terri L. Denison, SBA Georgia District Director. "Using skills from his past business achievements, Marshall has not only supported small businesses, but was instrumental in attracting several new and expanded industries to Dade County in recent years."

As the head of the Industrial Development Authority, Marshall led the multi-million dollar expansion of Gill Manufacturing and Moose Tube Company in the county. He also supervised the Authority's purchase of 83 acres of land adjacent to its Industrial Park in 2000, thereby increasing the size of the park to more than 200 acres.

Under his leadership, the Dade County Chamber of Commerce was able to establish a welcome center that will attract over 10,000 visitors during the year. While a board member of the Lookout Mountain Parkway Association, he helped Dade County secure \$100,000 in federal grants to build a scenic overlook.

Marshall, who has provided advice to numerous small businesses, also spearheaded private fund raising to move Dade County into a recycling program.

A native of East Ridge, Tenn., Marshall supplied the Trenton Downtown Development Authority With interim funds to acquire the historic McBryar house on Main Street for a city museum. He also made the first donation in a fund raising that landed Trenton a spot on the Georgia Civil War Heritage Trail.

In 1998, Marshall was named the Georgia Economic Developers Association's Volunteer of the Year at GEDA's annual meeting in Savannah.

Marshall worked at Combustion Engineering in Chattanooga before and after service in the U.S. Air Force. At the age of 35, he and a partner started Leisure Time Products in Nappanee, Indiana with the use of an SBA start-up loan. In its peak year, the company had sales of \$32 million and was the world's largest users of Ford chassis. Marshall later ventured into modular home sales and before he sold out in 1984, his business had grown to 10 plants and over 1,000 employees.

"While his award suggests activities outside of regular business duties, Bill Marshall's assistance to his hometown is an on-going job," said Dick Hennier, Area Director of the SBDC in Dalton. "This is an individual who literally drives the economic development of his community. "

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